

National Aeronautics and
Space Administration



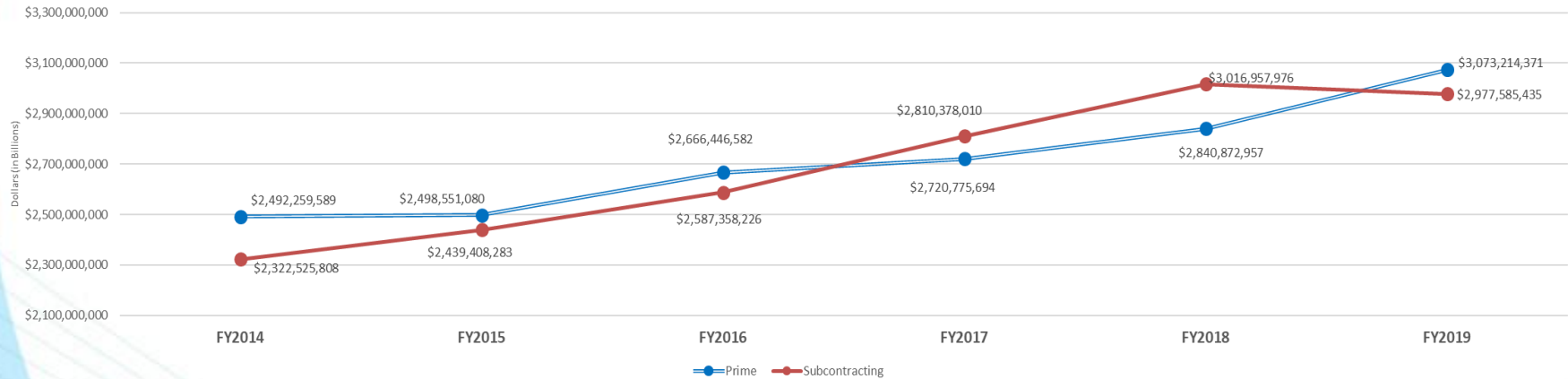
How To Do Business with NASA

NASA Office of Small Business Programs



FY14-FY19 Small Business Prime and Subcontracting Dollars Trend Analysis

FY19 Prime Data generated November 13, 2019 from FPDS-NG
FY19 Subcontracting Data generated March 23, 2020 from eSRS



	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	Δ FY14-FY19 %	Δ FY14-FY19 \$
Prime	\$2,492,259,589	\$2,498,551,080	\$2,666,446,582	\$2,720,775,694	\$2,840,872,957	\$3,073,214,371	23%	\$580,954,782
Subcontracting	\$2,322,525,808	\$2,439,408,283	\$2,587,358,226	\$2,810,378,010	\$3,016,957,976	\$2,977,585,435	28%	\$655,059,627
Total SB	\$4,814,785,397	\$4,937,959,363	\$5,253,804,808	\$5,531,153,704	\$5,857,830,933	\$6,050,799,806	26%	\$1,236,014,409
Total Spend	\$13,597,154,582	\$14,417,976,809	\$15,993,717,656	\$16,489,553,702	\$17,045,387,176	\$17,666,905,370	30%	\$4,069,750,788
							Δ FY18-FY19 %	Δ FY18-FY19 \$
						Prime	8%	\$232,341,414
						Subcontracting	-1%	-\$39,372,541
						Total SB	3%	\$192,968,873

Relevance of Subcontracting at NASA

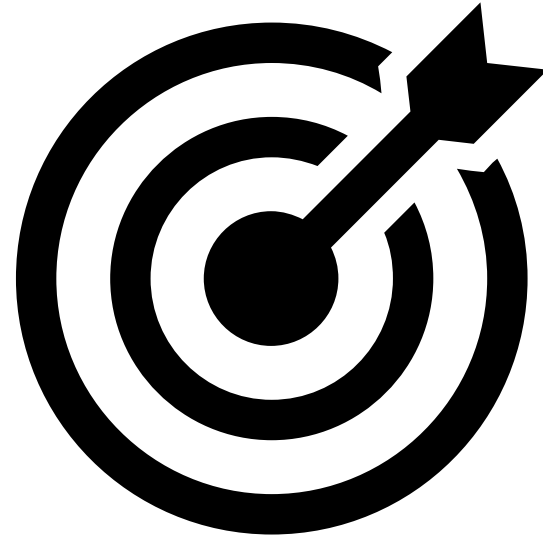
- Opportunities to build:
 - Past performance
 - Relationships
 - Technical skills

\$3B

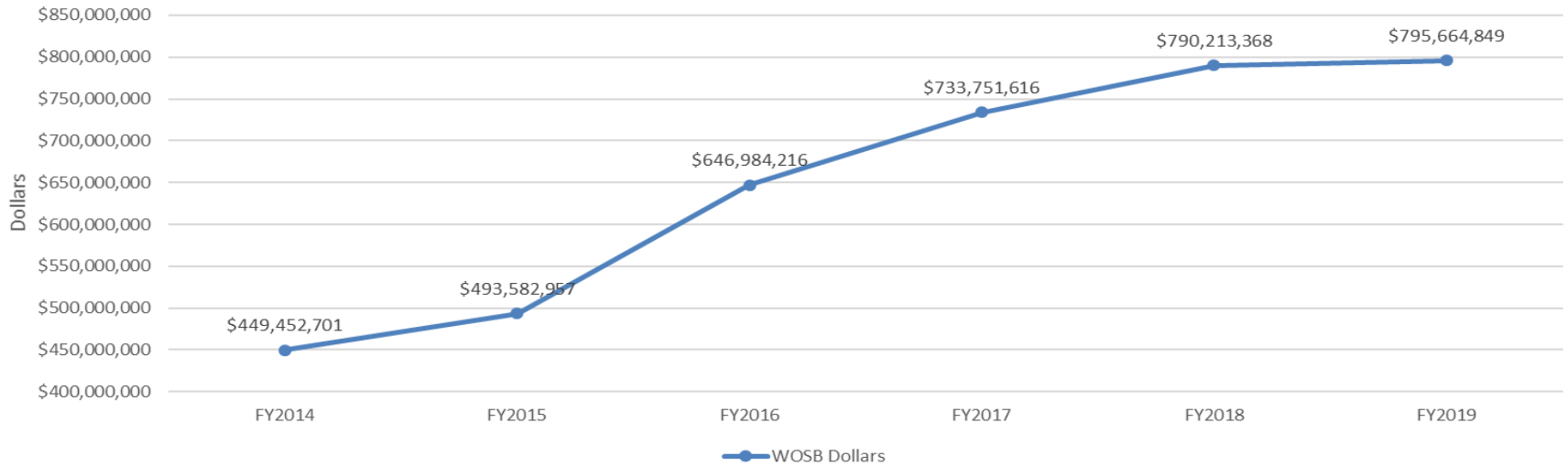
NASA's Large Primes have awarded approximately **\$3 BILLION** a year to Subcontractors.

Small Business Procurement Scorecard Achievement

- **FY 2019 – A (107.22%)**
- **FY 2018 – A (103.10%)**
- **FY 2017 – A (105.64%)**

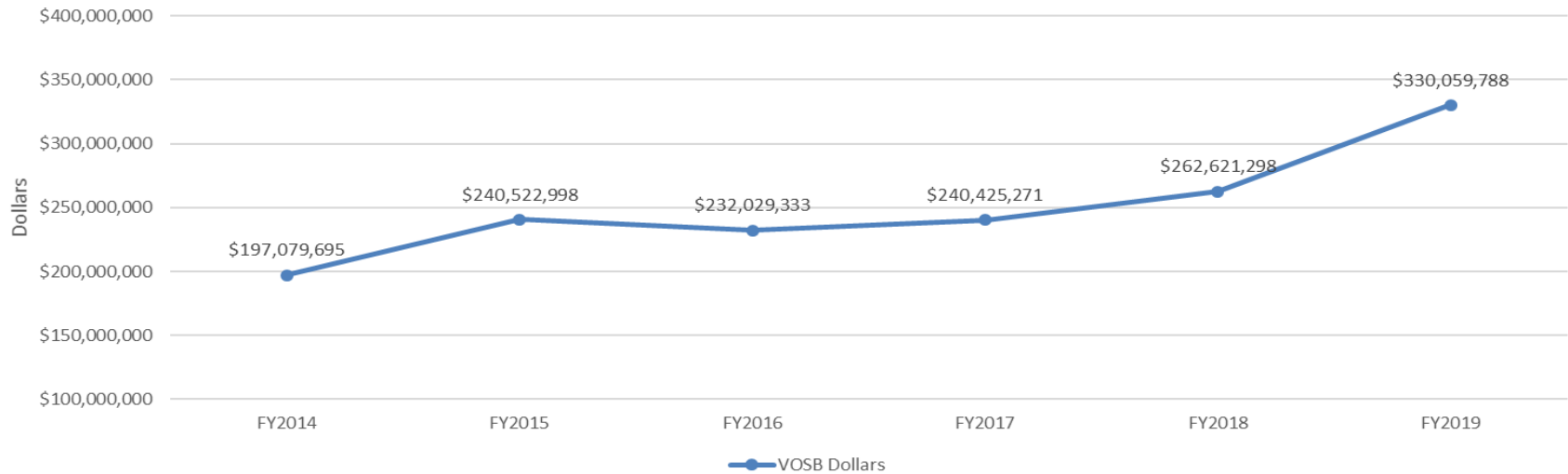


FY14-FY19 Small Business WOSB Dollars Trend Analysis



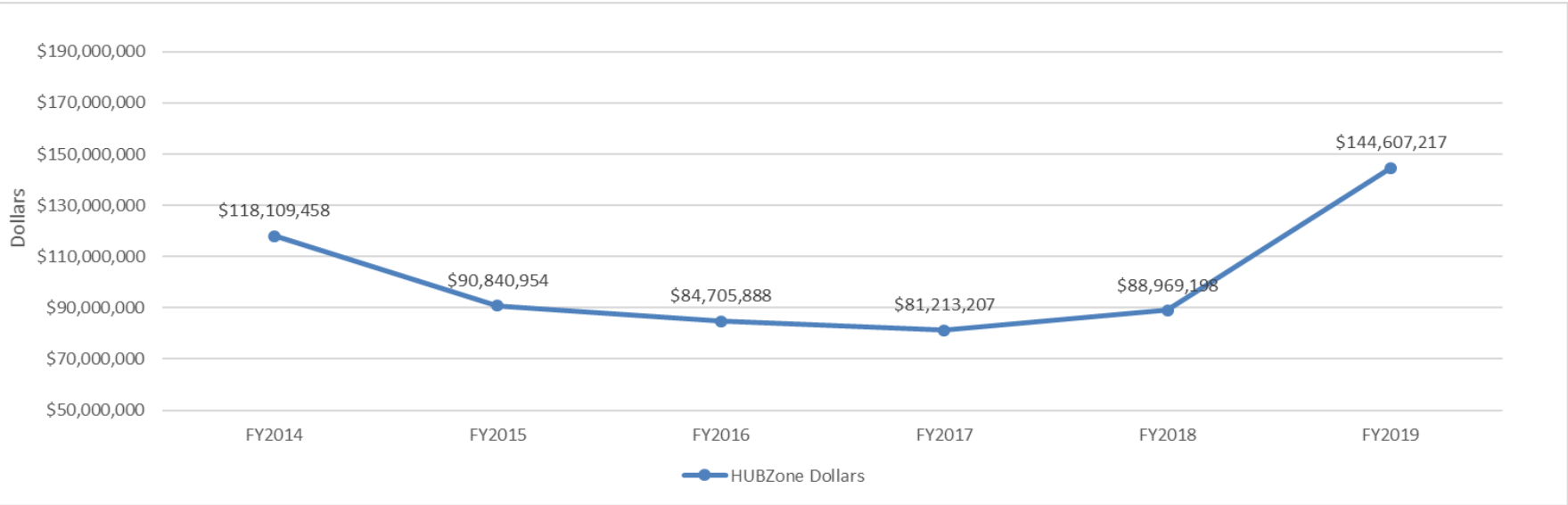
	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	Δ FY14-FY19 %	Δ FY14-FY19 \$
WOSB Dollars	\$449,452,701	\$493,582,957	\$646,984,216	\$733,751,616	\$790,213,368	\$795,664,849	77%	\$346,212,148

FY14-FY19 Small Business VOSB Dollars Trend Analysis



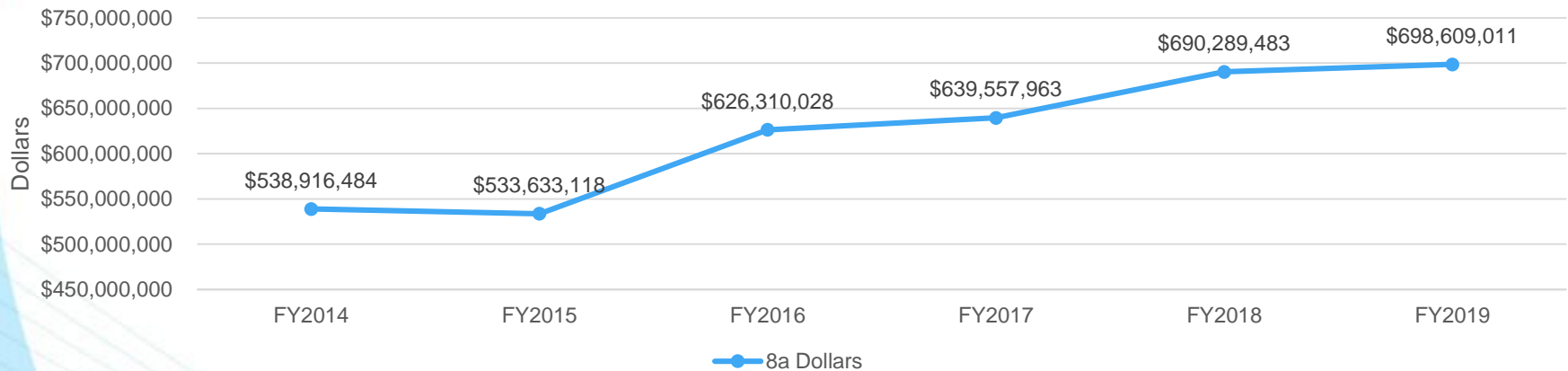
	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	Δ FY14-FY19 %	Δ FY14-FY19 \$
VOSB Dollars	\$197,079,695	\$240,522,998	\$232,029,333	\$240,425,271	\$262,621,298	\$330,059,788	67%	\$132,980,094

FY14-FY19 Small Business HUBZone Dollars Trend Analysis



	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	Δ FY14-FY19 %	Δ FY14-FY19 \$
HUBZone Dollars	\$118,109,458	\$90,840,954	\$84,705,888	\$81,213,207	\$88,969,198	\$144,607,217	22%	\$26,497,759

FY14-FY19 Small Business Prime 8a Dollars Trend Analysis



	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	Δ FY14-FY19 %	Δ FY14-FY19 \$
8a Dollars	\$538,916,484	\$533,633,118	\$626,310,028	\$639,557,963	\$690,289,483	\$698,609,011	30%	\$159,692,527

Do Your Homework!

- **Start** with a Small Business Specialist (SBS) at each NASA Center
 - Build relationships with the Center SBS and the Industry Small Business Liaison Office (SBLO)
- Learn about NASA 's various missions
 - Each NASA Center has different Missions
 - Varied mix of products and services
- Respond to Sources Sought Synopses / Request for Information
- Use Small Business resources:
 - Agency Acquisition Forecast
 - Procurement Technical Assistance Center (PTAC)
 - Small Business Administration (SBA)
 - Trade associations
 - Outreach Events

Top 20 FY19 NAICS Codes

6 digit NAICS Code (Description)		Total Dollars
541710 /		
541712 /	RESEARCH AND DEVELOPMENT IN THE PHYSICAL, ENGINEERING, AND LIFE SCIENCES (EXCEPT	
541715	NANOTECHNOLOGY AND BIOTECHNOLOGY)	\$8,271,143,341
336414	GUIDED MISSILE AND SPACE VEHICLE MANUFACTURING	\$2,646,751,415
481212	NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION	\$1,345,592,376
541330	ENGINEERING SERVICES	\$832,471,441
561210	FACILITIES SUPPORT SERVICES	\$745,327,366
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$581,405,492
236210	INDUSTRIAL BUILDING CONSTRUCTION	\$438,552,188
336415	GUIDED MISSILE AND SPACE VEHICLE PROPULSION UNIT AND PROPULSION UNIT PARTS MANUFACTURING	\$389,809,738
517919	ALL OTHER TELECOMMUNICATIONS	\$351,141,269
336419	OTHER GUIDED MISSILE AND SPACE VEHICLE PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$167,741,780
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$166,385,838
333314	OPTICAL INSTRUMENT AND LENS MANUFACTURING	\$165,210,625
541519	OTHER COMPUTER RELATED SERVICES	\$164,873,211
561110	OFFICE ADMINISTRATIVE SERVICES	\$144,758,805
541513	COMPUTER FACILITIES MANAGEMENT SERVICES	\$141,478,032
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$133,307,038
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$114,151,820
561612	SECURITY GUARDS AND PATROL SERVICES	\$101,940,792
488190	OTHER SUPPORT ACTIVITIES FOR AIR TRANSPORTATION	\$94,134,256
336411	AIRCRAFT MANUFACTURING	\$74,848,562
Total		\$17,071,025,384

Top 20 FY 2019 Companies

Vendor Name	Business Website	Total Dollars
CALIFORNIA INSTITUTE OF TECHNOLOGY (JPL)	https://acquisitions.jpl.nasa.gov/	\$ 3,031,819,379
THE BOEING COMPANY	http://www.boeingsuppliers.com/esd/getstart.html	\$ 1,745,592,148
LOCKHEED MARTIN CORP.	https://www.lockheedmartin.com/en-us/suppliers.html	\$ 1,355,658,918
NORTHROP GRUMMAN	https://www.northropgrumman.com/suppliers/pages/default.aspx	\$ 1,143,417,604
JACOBS TECHNOLOGY, INC.	https://www.jacobs.com/client-advocate#Suppliers	\$ 915,703,785
SPACE EXPLORATION TECHNOLOGIES CORP.	https://www.spacex.com/about	\$ 914,646,104
KBR LABORATORIES, INC. (DBA KBRWYLE)	https://kbr.com/en/contact-us	\$ 646,485,404
SCIENCE APPLICATIONS INTERNATIONAL CORPORATION	http://www.saic.com/suppliers	\$ 444,838,866
AEROJET ROCKETDYNE, INC.	https://www.rocket.com/suppliernet	\$ 401,732,886
ASRC FEDERAL, INC	https://asrcfederal.com/contract-vehicles#	\$ 342,701,847
BECHTEL NATIONAL, INC.	https://www.bechtel.com/supplier/	\$ 296,658,688
SSL (MAXAR)	http://sslmida.com/html/supplier.php	\$ 226,713,376
UNITED LAUNCH SERVICES, LLC	https://www.ulalaunch.com/	\$ 212,393,734
SCIENCE SYSTEMS AND APPLICATIONS, INC. (SSAI)	https://www.ssaihq.com/	\$ 211,208,533
SYNCOM SPACE SERVICES, LLC	http://www.syncomspaceservices.com/Vendors.aspx	\$ 210,161,892
HARRIS CORP.	https://www.harris.com/suppliers/existing-suppliers	\$ 193,875,918
PERATON, INC.	https://www.peraton.com/supplier-diversity/	\$ 180,627,267
JOHNS HOPKINS UNIVERSITY	https://www.hopkinsmedicine.org/business/index.html	\$ 156,829,671
COLLINS AEROSPACE	https://www.rockwellcollins.com/suppliers	\$ 143,486,059
GENERAL DYNAMICS, INC	http://qd.com/suppliers	\$ 126,203,579
Total		\$ 12,900,755,657

NASA OSBP Mobile App



Available on all versions of
iOS and Android platforms

- App features:
 - Top stories
 - Points of contact
 - Recurring buy contract info
 - Prime metrics
 - Events
 - Social Media
 - Quiz – Test your NASA smbiz knowledge!

Active Contract Listing (ACLs)

NASA ENVIRONMENTAL REMEDIATION/CONSULTING CONTRACTS						
CENTER	NAICS	CONTRACT NAME	CONTRACTOR NAME CONTRACT #	TYPE OF COMPETITION	POTENTIAL VALUE	ULTIMATE CONTRACT END DATE
AFRC	541690	Safety and Environmental On-site Support Services	MeCX, Inc. NND16SH03C	SDVOSB	\$14 M	6/30/2021
JSC/WSTF	562910	Environmental Compliance and Operations (ECO)	Navarro Research and Engineering, Inc. NNJ13HA03B	SB Set-Aside	\$80 M	12/31/2020 Last Date to Order
JSC/WSTF	562910	Environmental Compliance and Operations 2 (ECO2)	Navarro Research and Engineering, Inc. 80JSC018D0006	SB Set-Aside	\$80 M	05/31/2023 Last Date to Order
JSC	541620	JSC Environmental Services Team (JEST)	Straughan Environmental 80JSC018A0012	SB Set-Aside Single-Award BPA under GSA Schedule	\$11.8 M	8/31/2020 Last Date to Order
GSFC	541620	Environmental Compliance Services (ECS) Follow-on	Applied Sciences and Information Systems, Inc. NNG16AZ05C	Competitive 8(a)	\$22 M	1/31/2021
KSC	541620	Kennedy Environmental and Medical Services Contract (KEMCON)	Integrated Mission Support Services NNK16OB01C	SB Set-Aside	\$104 M	9/30/2020
KSC	541620	Architectural/Engineering Professional Environmental Remediation Services	AECOM Technical Services, Inc. 80KSC019D0010 Tetra Tech, Inc. 80KSC019D0011 Hydrogeologic, Inc. 80KSC019D0012	Full & Open	\$300 M	1/31/2024 Last Date to Order
LARC	541620	Environmental Support Services	HSG, LLC d/b/a Herndon Solutions Group 80LARC17C0005	WOSB Set-Aside	\$8.3 M	9/30/2022 Last Date to Order
MSFC	541620	Office of Center Operations Santa Susana Field Laboratory (SSFL)	The Boeing Company NNM15AA03C	Sole Source	\$5.6 M	6/30/2020
NSSC	562910	Data Management Services of the KSC Remediation Information System (RIS)	Tetra Tech, Inc. 80NSSC19P1227	Full & Open	\$152 K	7/28/2020

NASA Small Business Specialists Across the Country



Ames Research Center
Aerospace and Small Spacecraft
Moffett Field, CA
Armstrong Flight Research Center
Atmospheric Research and Testing
Edwards, CA
Christine L. Munroe



Jet Propulsion Laboratory
Deep Space Robotic Rovers and Networks
Pasadena, CA



*Charles E. Bray, Jr.
Mary Helen Ruiz
Matthew S. Christian
Tara A. Every
Anna N. Hovano*



Johnson Space Center
Human Space Flight Operations
Houston, TX



*Robert E. Watts
Richard T. Slater
Monica F. Craft*



NASA Shared Services Center
Agency Contract Support
Bay St. Louis, MS
Troy E. Miller



Stennis Space Center
Vehicle Engine Testing
Bay St. Louis, MS
Kay S. Doane

Glenn Research Center
Aeronautics and Spacecraft Technology
Cleveland, OH
Eunice J. Adams-Sipp



Goddard Space Flight Center
Science Missions and Telescopes
Greenbelt, MD
*Jennifer D. Perez
Sholainka Martyn
Kandice P. Chappell*



Langley Research Center
Aviation and Space Research
Hampton, VA
Robert O. Betts



Kennedy Space Center
Space Vehicle Launch and Landing
Cape Canaveral, FL
*Joyce C. McDowell
Natalie B. Colvin*



Marshall Space Flight Center
Space Transportation, Propulsion Systems, Space Systems, and Science
Huntsville, AL
David E. Brock



NASA Small Business Specialists

Center Category	Center	Name	Phone	Email
RESEARCH CENTERS	Ames Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Armstrong Flight Research Center	Christine L. Munroe	650-604-4695	Arc-smallbusiness@mail.nasa.gov
	Glenn Research Center	Eunice J. Adams-Sipp	216-433-6644	Grc-smallbusiness@mail.nasa.gov
	Langley Research Center	Robert O. Betts	757-864-6074	Larc-smallbusiness@mail.nasa.gov
SPACE CENTERS	Johnson Space Center	Robert E. Watts	281-244-5811	Jsc-smallbusiness@mail.nasa.gov
	Kennedy Space Center	Joyce C. McDowell	321-867-3437	Ksc-smallbusiness@mail.nasa.gov
	Marshall Space Flight Center	David E. Brock	256-544-0267	Msfc-smallbusiness@mail.nasa.gov
	Stennis Space Center	Kay S. Doane	228-688-1720	Ssc-smallbusiness@mail.nasa.gov
SCIENCE CENTER	Goddard Space Flight Center	Jennifer D. Perez	301-286-4379	Gsfc-smallbusiness@mail.nasa.gov
FEDERALLY FUNDED R&D CENTER	Jet Propulsion Laboratory	Charles E. Bray, Jr.	818-354-5620	smallbusiness.programsoffice@jpl.nasa.gov
AGENCY-WIDE RESOURCE CENTER	NASA Shared Services Center	Troy E. Miller	228-813-6558	nssc-smallbusiness@mail.nasa.gov

OSBP Learning Series



- **Completed 6 webinars during Fiscal Year 2020:**

- Partnering with NASA
- The Reboot of the NASA Mentor-Protégé Program
- How to Do Business with NASA'S Glenn Research Center
- The Ins and Outs of Bid Protests
- How to Do Business with NASA's ARC/AFRC
- The Vendor Roundtable
- How to Do Business with NASA' Goddard Space Flight Center

Webinars are the third Wednesday of each month!

- For more info - <https://osbp.nasa.gov/knowledge-portal.html>

NASA HBCU/MSI Technology Infusion Road Tour



- Potential Conference Workshop Topics
 - Finding Opportunities within the NASA Mission Directorates
 - Overview of the Minority University Research & Education Project (MUREP) & MUREP Sustainability Initiative
 - Overview of the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Programs
 - HBCU/MSI Initiatives and Opportunities with the Federal Government
 - NASA Procurement
 - The Importance of Your Capability Statement
- For additional information, contact NASA's Office Of STEM Engagement / MUREP

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